

Message Text

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ACTION COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 STR-08 TRSE-00 OMB-01

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FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 9822

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E.O. 11652: N/A

TAGS: BBAK, EIND, JA

SUBJ: AMERICAN AUTOS: PRICES AND TAXES IN JAPAN

REF: A. TOKYO 10388

B. STATE 22169

C. TOKYO A-89, FEB 5, 1974

1. SUMMARY: FOLLOWING IS INFORMATION REQUESTED REFTEL B.

2. ACCORDING TO REPRESENTATIVE OF GM JAPAN, LTD., VEGA CURRENTLY IMPORTED INTO JAPAN IS 1974 VEGA HATCHBACK 2300 GT. SPECIFICATIONS AS FOLLOWS: TINTED GLASS, SWING-OUT REAR QUARTER WINDOW, BUCKET SEATS, COLAR-KEYED FLOOR MATS, DOOR EDGE GUARDS, REAR WINDOW DEFROSTER, AIR CONDITIONING, HOOD AND DECK LID STRIPES, THREE-SPEED AUTOMATIC TRANSMISSION, POWER STEERING, LETTERED TIRES, AM/FM RADIO, REAR SEAT SPEAKER, ELECTRIC CLOCK, FRONT BUMPER GUARDS, CUSTOM INTERIOR, ADJUSTABLE DRIVER'S SEAT, PERFORMANCE SPECIAL SUSPENSION, CUSTOM STEERING WHEEL, TWO-BARREL ENGINE. PUBLISHED LIST PRICE THIS MODEL RANGES FROM Y1,980,000 (EXCLUDING VINYL ROOF) TO Y2,130,000 (INCLUDING VINYL ROOF) AMONG DEALERS CONTACTED BY EMBASSY. NOTE THAT LIST PRICE INCLUDES ONLY IMPORT DUTY AND COMMODITY TAX. GM REPRESENTATIVE STRESSED THAT ACTUAL RETAIL PRICE DIFFERS FROM LIST PRICE BY AMOUNT OF DISCOUNT GIVEN BY INDIVIDUAL DEALERS. EMBASSY POLL OF DEALERS INDICATES CURRENT DISCOUNT IN RANGE Y100,000 TO

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Y150,000.

ACCORDING TO REPRESENTATIVE OF FORD MOTOR CO. JANAP, LTD., PINTO CURRENTLY IMPORTED INTO JAPAN IS 1974 PINTO 64B THREE-DOOR RUNABOUT. MAJOR SPECIFICATIONS INCLUDE AUTOMATIC TRANSMISSION, AIR CONDITIONING, SPORTS GROUP, ANTI-THEFT DEVICE, ALUMINUM WHEELS. CIF JAPAN PRICE Y1,145,000. PUBLISHED LIST PRICE THIS MODEL Y2,260,000, EFFECTIVE FEBRUARY 1, 1974, ACCORDING GM REPRESENTATIVE. HOWEVER, EMBASSY POLL OF DEALERS INDICATES LIST PRICE RANGES FROM Y2,160,000 TO Y2,500,000 FOR PINTO WITH ABOVE LISTED SPECIFICATIONS. AS WITH VEGA, ACTUAL RETAIL PRICE DIFFERS FROM LIST PRICE BY AMOUNT DEALER DISCOUNT, CURRENTLY Y150,000 ACCORDING DEALERS CONTACTED BY EMBASSY.

3. IMPORT DUTY 6.4 PERCENT ASSESSED ON BASIS CIF JAPAN PRICE. DUTY IS ONE-TIME PAYMENT BY IMPORTER-DEALER.

4. IN ADDITION TO IMPORT DUTY, FOLLOWING TAXES APPLICABLE TO MODELS VEGA AND PINTO DESCRIBED PARAGRAPH TWO:

TAX	RATE OR AMOUNT	FREQUENCY OF PAYMENT, ASSESSMENT BASE	TAX PAYER
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(1) COMMODITY TAX
(NATIONAL)

"LARGE" CAR 20 PERCENT CIF JAPAN PRICE ONCE,
PLUS IMPORT DUTY IMPORTER-
DEALER

NOTE: LARGE SIZE CARS THOSE WITH WHEELBASE OVER 270 CM, WIDTH
OVER 170 CM, CYLINDER CAPACITY OVER 2000 CC.

(2) MOTOR VEHICLE Y5000 PER 0.5 MEIC TONS BIENNIAL,
TONNAGE TAX (EMPTY CAR WEIGHT) OR OWNER
(NATIONAL) FRACTION THEREOF

(3) AUTOMOBILE 3 PERCENT PURCHASE PRICE TIME OF
ACQUISITION TAX PURCHASE
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(PRECEPTURAL)	(INCLUDING TURNOVER OF USED CAR), OWNER
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(4) AUTOMOBILE TAX
(PREFECTURAL)

CYLINDER CA- Y54,000 CYLINER ANNUAL,

PACITY OVER	CAPACITY,	OWNER
2000 CC, WHEEL-	WHEELBASE	
BASE NOT OVER		
3,048 METERS		
(1974 VEGA		
HATCHBACK 2300		
GT; 1974 PINTO		
64B THREE-DOOR		
RUNABOUT)		

COMPLETE LISTING CURRENT JAPANESE NATIONAL, PREFECTURAL AND MUNICIPAL TAXES APPLICABLE TO BOTH DOMESTIC AND IMPORTED CARS CONTAINED REPAIR C.

5. EXACT DEALER MARK-UPS SENSITIVE SUBJECT (CONSIDERED TRADE SECRET IN JAPAN, SEE REFTEL A) REQUIRING LENGTHY DISCUSSIONS WITH JAPANESE MANUFACTURERS, REPRESENTATIVES OF U.S. MAKERS. EMBASSY THEREFORE UNABLE TO SUPPLY INFORMATION WITHIN TIME FRAME SPECIFIED REFTEL B.

6. REPRESENTATIVE OF GM HAS NOT YET RESPON ED WITH CIF JAPAN RICE OF VEGA DESPITE EMBASSY'S REPEATED ATTEMPTS TO SECURE THIS INFORMATION. EMBASSY WILL FORWARD AS SOON AS RECEIVED. SHOESMITH

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